

Agreement Between:



WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

Crossroads Media, LLC.
66 Canal Center Plaza
Suite 555
Alexandria, VA 22314

CONTRACT

Contract / Revision 559852 / 1		Alt Order # 07888610
Product Crossroads GPS		
Contract Dates 10/30/12 - 11/05/12		Estimate # 12/11/750
Advertiser Crossroads GPS		Original Date / Revision 10/25/12 / 10/25/12
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WTKR	Account Executive Jamie Andrus	Sales Office Washington, D.C.
Special Handling		
Demographic Adults 35+		
IDB# 8433	Advertiser Code 12	Product Code 11
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	10/30/12	11/04/12	NewsChannel 3 News	5-6am		:30			NM	4	\$3,120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-1111--				4	\$780.00			
2	3	11/05/12	11/05/12	NewsChannel 3 News	5-6am		:30			NM	1	\$780.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/05/12	11/11/12	M-----				1	\$780.00			
3	3	10/30/12	11/04/12	NewsChannel 3 News	6-7am		:30			NM	4	\$4,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-1111--				4	\$1,010.00			
4	3	11/05/12	11/05/12	NewsChannel 3 News	6-7am		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/05/12	11/11/12	M-----				1	\$1,010.00			
5	3	10/30/12	11/04/12	CBS This Morning	7-9a		:30			NM	4	\$1,360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-TWTF--				4	\$340.00			
6	3	11/05/12	11/05/12	CBS This Morning	7-9a		:30			NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/05/12	11/11/12	M-----				1	\$340.00			
7	3	11/03/12	11/03/12	Early Show Saturday	9-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-----S-				1	\$250.00			
8	3	11/04/12	11/04/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$1,660.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-----S				1	\$1,660.00			
9	3	11/04/12	11/04/12	Face the Nation	1030-11am		:30			NM	1	\$1,995.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-----S				1	\$1,995.00			
10	3	10/30/12	11/04/12	Price Is Right	11am-12n		:30			NM	4	\$4,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	-TWTF--				4	\$1,010.00			
11	3	11/05/12	11/05/12	Price Is Right	11am-12n		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/05/12	11/11/12	M-----				1	\$1,010.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.

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Contract / Revision 559852 /		Alt Order # 07886610
Contract Dates 10/30/12 - 11/05/12		Estimate # 12/11/750
Advertiser Crossroads GPS		Original Date / Revision 10/25/12 / 10/25/12
Product Crossroads GPS		

										Totals	
Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
3	10/30/12	11/04/12	Newschannel 3 News	12n-1230pm		:30	4	\$675.00	NM	4	\$2,700.00
Week:	10/29/12	11/04/12	Newschannel 3 News	12n-1230pm	-TWTF--	:30	4	\$675.00	NM	1	\$675.00
3	11/05/12	11/05/12	Newschannel 3 News	12n-1230pm		:30	1	\$675.00	NM	4	\$2,700.00
Week:	11/05/12	11/11/12	Newschannel 3 News	12n-1230pm	M-----	:30	1	\$675.00	NM	1	\$675.00
14	10/30/12	11/04/12	Ellen Degeneres 3pm	3-4pm		:30	4	\$675.00	NM	1	\$675.00
Week:	10/29/12	11/04/12	Ellen Degeneres 3pm	3-4pm	-1111--	:30	4	\$675.00	NM	4	\$3,400.00
15	11/05/12	11/05/12	Ellen Degeneres 3pm	3-4pm		:30	1	\$675.00	NM	4	\$3,400.00
Week:	11/05/12	11/11/12	Ellen Degeneres 3pm	3-4pm	M-----	:30	1	\$675.00	NM	4	\$3,400.00
16	10/30/12	11/04/12	NewsCha 3 News First @ 4p	358-5pm		:30	4	\$850.00	NM	1	\$850.00
Week:	10/29/12	11/04/12	NewsCha 3 News First @ 4p	358-5pm	-1111--	:30	4	\$850.00	NM	1	\$850.00
17	11/05/12	11/05/12	NewsCha 3 News First @ 4p	358-5pm		:30	1	\$850.00	NM	4	\$3,520.00
Week:	11/05/12	11/11/12	NewsCha 3 News First @ 4p	358-5pm	M-----	:30	1	\$850.00	NM	4	\$3,520.00
18	10/30/12	11/04/12	Newschannel 3 News	5-530pm		:30	4	\$880.00	NM	1	\$880.00
Week:	10/29/12	11/04/12	Newschannel 3 News	5-530pm	-TWTF--	:30	4	\$880.00	NM	1	\$880.00
19	11/05/12	11/05/12	Newschannel 3 News	5-530pm		:30	1	\$880.00	NM	4	\$3,520.00
Week:	11/05/12	11/11/12	Newschannel 3 News	5-530pm	M-----	:30	1	\$880.00	NM	4	\$3,520.00
20	10/30/12	11/04/12	Newschannel 3 News	530-6pm		:30	4	\$880.00	NM	1	\$880.00
Week:	10/29/12	11/04/12	Newschannel 3 News	530-6pm	-TWTF--	:30	4	\$880.00	NM	1	\$880.00
21	11/05/12	11/05/12	Newschannel 3 News	530-6pm		:30	1	\$880.00	NM	4	\$5,380.00
Week:	11/05/12	11/11/12	Newschannel 3 News	530-6pm	M-----	:30	1	\$880.00	NM	4	\$5,380.00
22	10/30/12	11/04/12	Newschannel 3 News	6-630pm		:30	4	\$1,345.00	NM	1	\$1,345.00
Week:	10/29/12	11/04/12	Newschannel 3 News	6-630pm	-TWTF--	:30	4	\$1,345.00	NM	1	\$1,345.00
23	11/05/12	11/05/12	Newschannel 3 News	6-630pm		:30	1	\$1,345.00	NM	4	\$5,380.00
Week:	11/05/12	11/11/12	Newschannel 3 News	6-630pm	M-----	:30	1	\$1,345.00	NM	4	\$5,380.00
24	10/30/12	11/04/12	7-730pm	7-730pm		:30	4	\$1,345.00	NM	1	\$1,345.00
Week:	10/29/12	11/04/12	7-730pm	7-730pm	-1111--	:30	4	\$1,345.00	NM	1	\$1,345.00
25	11/05/12	11/05/12	7-730pm	7-730pm		:30	1	\$1,345.00	NM	4	\$5,380.00
Week:	11/05/12	11/11/12	7-730pm	7-730pm	M-----	:30	1	\$1,345.00	NM	4	\$5,380.00
26	10/30/12	11/04/12	M-F 730-8pm	730p-8pm		:30	4	\$1,345.00	NM	1	\$1,345.00
Week:	10/29/12	11/04/12	M-F 730-8pm	730p-8pm	-TWTF--	:30	4	\$1,345.00	NM	1	\$1,345.00
27	11/05/12	11/05/12	M-F 730-8pm	730p-8pm		:30	1	\$1,345.00	NM	1	\$1,345.00
Week:	11/05/12	11/11/12	M-F 730-8pm	730p-8pm	M-----	:30	1	\$1,345.00	NM	1	\$1,345.00
28	11/04/12	11/04/12	Sunday Prime	7-8pm		:30	1	\$6,000.00	NM	1	\$6,000.00

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Contract Dates 10/30/12 - 11/05/12		Estimate # 12/11/750
Advertiser Crossroads GPS		Original Date / Revision 10/25/12 / 10/25/12

Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
3	10/29/12	11/04/12	Late News (M-F)	11-1135p		:30	1	\$6,630.00	NM	4	\$8,040.00
3	10/30/12	11/04/12	Late News (M-F)	11-1135p		:30	4	\$2,010.00	NM	1	\$2,010.00
3	11/05/12	11/05/12	Late News (M-F)	11-1135p		:30	1	\$2,010.00	NM	1	\$1,520.00
3	11/03/12	11/03/12	Late News (Sa-Su)	11-1135p		:30	1	\$1,520.00	NM	1	\$1,520.00
3	10/29/12	11/04/12	Late News (Sa-Su)	11-1135p		:30	1	\$1,520.00	NM	4	\$3,120.00
3	10/30/12	11/04/12	Late Night with David Letterman	1135pm-1235am		:30	4	\$780.00	NM	1	\$780.00
3	11/05/12	11/05/12	Late Night with David Letterman	1135pm-1235am		:30	1	\$780.00	NM	1	\$180.00
3	11/03/12	11/03/12	Redskins Overnight	1135-1235xm		:30	1	\$180.00	NM	1	\$515.00
3	11/04/12	11/04/12	1135pm-1205am			:30	1	\$515.00	NM	0	\$0.00
3	11/03/12	11/03/12	NCAA Football	Various		:30			NM	0	\$0.00
3	11/04/12	11/04/12	NFL Today	1-5p		:30			NM	1	\$4,000.00
3	11/04/12	11/04/12	NFL Football (Early)	8-9pm		:30	1	\$4,000.00	NM	0	\$0.00
3	11/03/12	11/03/12	Saturday Prime	9-10pm		:30			NM	0	\$0.00
3	11/03/12	11/03/12	Saturday Prime	6-7am		:30			NM	1	\$1,185.00
3	10/30/12	11/02/12	Newschannel 3 News	9-11am		:30	1	\$1,185.00	NM	1	\$265.00
3	11/03/12	11/03/12	Early Show Saturday	9-11am		:30	1	\$265.00	NM	1	\$250.00
3	11/03/12	11/03/12	Redskins Overnight	1135-1235xm		:30	1	\$250.00	NM		
Totals										82	\$89,595

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/05/12	82	\$89,595.00	\$76,155.75
Totals	82	\$89,595.00	\$76,155.75

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